

377 - Spokane Intercollege R&T Institute

A001 Incubator Activity

SIRTI has two state-of-the-art business accelerator facilities in Spokane totalling 40,000 square feet of office, laboratory and flexible/high-bay manufacturing space. Seasoned entrepreneurs offer a full service array of start-up business mentoring to technology companies. The objective of this activity is to move clients out of the incubator as growing sustainable businesses within a three-year timeframe.

	FY 2010	FY 2011	Biennial Total
FTE's	6.5	6.5	6.5
GFS	\$431,000	\$435,000	\$866,000
Other	\$300,000	\$315,000	\$615,000
Total	\$731,000	\$750,000	\$1,481,000

Statewide Result Area: Improve the economic vitality of businesses and individuals

Statewide Strategy: Provide seed and growth capital and support entrepreneurs

Expected Results

The current duration, in years, of current clients staying at a Sirti incubator facility.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	2.5		
	2nd Qtr	2.5		
2007-09	6th Qtr	2.5	1.74	(0.76)
	2nd Qtr	2.5	1.76	(0.74)
2005-07	6th Qtr	1.78	1.56	(0.22)
	2nd Qtr	0	3.18	3.18
Goals is < 3 years to insure established clients are graduating and new clients are being brought in.				

Appropriation Period: 2009-11 Activity Version: 2C - 2009-11 Enacted Recast

The percentage of available incubator space leased at Sirti managed facilities.				
Biennium	Period	Target	Actual	Variance
2009-11	8th Qtr	75%		
	6th Qtr	75%		
	4th Qtr	75%		
	2nd Qtr	75%		
2007-09	8th Qtr	75%		
	6th Qtr	75%	87%	12%
	4th Qtr	75%		
	2nd Qtr	75%	97%	22%
2005-07	8th Qtr	0%	93%	93%
	6th Qtr	66%	86%	20%
	2nd Qtr	88%	90%	2%
Sirti, through its foundation, added a new incubator building in 2006, bringing leasable incubator space to 40,000+ square feet.				

The quantity of start-up and emerging companies in Sirti managed incubator space.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	15		
	2nd Qtr	15		
2007-09	6th Qtr	15	17	2
	2nd Qtr	0	18	18
2005-07	6th Qtr	0	21	21
	2nd Qtr	0	8	8

A002 Commercializing Technology

SIRTI's entrepreneurial staff, including college interns, assist start-up and high-growth technology companies to develop strategies to become or remain viable businesses. Typical clients are comfortable with their product/service offerings but are inexperienced in developing a business or financial and marketing plans essential for success. SIRTI also assists viable, high-growth companies that have moved off their business growth targets. In 2006, Sirti announced the federally-funded Technology Growth fund targeted at not-yet-bankable technology companies in a ten-county area of eastern Washington.

	FY 2010	FY 2011	Biennial Total
FTE's	15.2	15.2	15.2
GFS	\$1,167,000	\$1,176,000	\$2,343,000
Other	\$812,000	\$851,000	\$1,663,000
Total	\$1,979,000	\$2,027,000	\$4,006,000

Appropriation Period: 2009-11 Activity Version: 2C - 2009-11 Enacted Recast

Statewide Result Area: Improve the economic vitality of businesses and individuals
Statewide Strategy: Provide seed and growth capital and support entrepreneurs

Expected Results

The amount of external funding and financing won by current Sirti commercialization clients, current incubator tenants and Sirti alumni over the last 10 years.				
Biennium	Period	Target	Actual	Variance
2009-11	8th Qtr	\$240		
	6th Qtr	\$235		
	4th Qtr	\$230		
	2nd Qtr	\$225		
2007-09	8th Qtr	\$220		
	6th Qtr	\$215	\$230	\$15
	4th Qtr	\$177	\$210.7	\$33.7
	2nd Qtr	\$172	\$174.7	\$2.7
2005-07	8th Qtr	\$0	\$207.1	\$207.1
	6th Qtr	\$160.5	\$178.7	\$18.2
	2nd Qtr	\$0	\$130.8	\$130.8
Numbers are in millions.				
Amended the metric in 2007 to cover the last 10 years rather than be a lifetime cumulative number.				

The amount, in FTE, of current jobs associated with clients Sirti has served over the last 10 years.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	1,000		
	2nd Qtr	1,000		
2007-09	6th Qtr	950	1,025	75
	2nd Qtr	0	928	928
2005-07	6th Qtr	0	577	577

Appropriation Period: 2009-11 Activity Version: 2C - 2009-11 Enacted Recast

The annual value of Sirti Technology Growth Fund Loans made.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	\$500,000		
	2nd Qtr	\$500,000		
2007-09	6th Qtr	\$600,000	\$990,000	\$390,000
	2nd Qtr	\$0	\$500,000	\$500,000
<i>The Technology Growth Fund loan program is operated by the 501C3 Sirti Foundation. It is funded by a Federal EDA grant and has local matching funds. It provides loans to emerging technology companies which are not yet "bankable."</i>				

The cumulative amount of federal, local and private funding obtained by Sirti or the Sirti foundation to enable the expansion of economic development programs.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	\$24.4		
	2nd Qtr	\$24.4		
2007-09	6th Qtr	\$24.4		
	2nd Qtr	\$24.4	\$24.4	\$0
2005-07	6th Qtr	\$24.4	\$24.4	\$0
	2nd Qtr	\$0	\$24.4	\$24.4
<i>Numbers are millions of dollars</i>				

The number of clients served each year by Sirti.				
Biennium	Period	Target	Actual	Variance
2009-11	8th Qtr	45		
	6th Qtr	45		
	4th Qtr	45		
	2nd Qtr	45		
2007-09	6th Qtr	45	58	13
	2nd Qtr	45	54	9
2005-07	6th Qtr	44	50	6
	2nd Qtr	0	27	27
<i>This metric covers Sirti clients who have received >20 hours of Sirti provided services within a calendar year.</i>				

Appropriation Period: 2009-11 Activity Version: 2C - 2009-11 Enacted Recast

The number of invention disclosures and patents applied for in the last year by Sirti clients and alumni				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	40		
	2nd Qtr	40		
2007-09	6th Qtr	40	77	37
	2nd Qtr	0	77	77

The percent of Sirti Business Clients who have received services from Sirti in the last 10 years who are still actively in business.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	65%		
	2nd Qtr	65%		
2007-09	6th Qtr	65%	68%	3%
	2nd Qtr	0%	68%	68%
2005-07	6th Qtr	0%	66%	66%

The sales revenue for the most recent calendar year for Sirti clients from the last 10 years, in millions of \$.				
Biennium	Period	Target	Actual	Variance
2009-11	6th Qtr	\$102		
	2nd Qtr	\$97	\$0	\$(97)
2007-09	6th Qtr	\$90	\$116.4	\$26.4
	2nd Qtr	\$0	\$88.5	\$88.5
In Million \$				

Grand Total

	FY 2010	FY 2011	Biennial Total
FTE's	21.7	21.7	21.7
GFS	\$1,598,000	\$1,611,000	\$3,209,000
Other	\$1,112,000	\$1,166,000	\$2,278,000
Total	\$2,710,000	\$2,777,000	\$5,487,000